December 14, 1990

To: K.O. Beckman, David Lawrence, Michael Naimark, Nick West
Fr: Keith Jordan
cc: Kelly Teevan
re: Understandings from December 11 Meeting

I very much enjoyed our meeting on Tuesday. I am excited about the prospects for a Cyberthon interactive video project.

The purpose of this memo is to clarify my understanding of the results of our meeting. Please let me know if any of the following is unclear or a problem:

Nature of relationship between Doc Squad and Point:

- The Doc Squad (and in particular Mike Naimark) have authorization from Point to explore the sale of limited rights to the Cyberthon footage to a third party. Such a sale must then be approved by Point.
- Any sale of limited rights will be made by Point, with funds then to pass on to the Doc Squad for specific purposes and per mutual agreement to be determined between Point and the Doc Squad (ie. as part of a bigger plan).
- Exactly what constellation of agreements will come out of this project has yet to be seen, but while Point is willing to lend its non-profit status to an appropriate project, it should be understood that Point expects the Doc Squad to be the party contractually responsible to the funder(s) for the completion of the "deliverable" in this project.
- In general, the Doc Squad can represent itself as working in conjunction with Point on this project. The Doc Squad does not represent Point and cannot make commitments for Point.
- Thus far, Point has not agreed to incurring or reimbursing any expenses beyond those already paid.

The next steps:

- Mike Naimark to contact BBC re. potential purchase of footage.
- Doc Squad to develop firm budget for Stage 1 (now defined as ending up with an extensive and consistent log of all the footage and a "teaser" tape to show the quality of the footage, though not necessarily including all of the footage which will be used in the ultimate product).
- Doc Squad begins search for other possible sources of funding for Stage 1. Point will assist with this to a limited degree.
- Doc Squad to develop budget for the overall project of producing an interactive disc and begin exploring possible partnerships/funders/distributors for the overall project.